

# GOVERNMENT PROCUREMENT FAIR

*Sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunity Council (SADBOC) in cooperation with SBA.*

**Date:** November 8, 2006  
**Time:** 8:00 a.m. - 3:00 p.m.  
**Location:** Earle Brown  
Heritage Center, Brooklyn  
Center  
**Cost:** FREE to public  
(Lunch is NOT provided)

## **Schedule**

8:00 Registration  
9:00-3:00 Trade Fair  
9:00-12:00 Workshops  
12:30-3:00 Match-making

## **Who Should Attend:**

Small businesses interested in doing business with government agencies their prime contractors can meet with representatives from the respective organizations in a trade show environment or sign-up for scheduled appointments. In addition, attendees can participate in workshops on topics ranging from obtaining a GSA schedule to how to sell to the state of Minnesota. Small businesses owned by ethnic minorities, veterans, and women can learn about special programs designed to provide better access to the government marketplace.

## **Exhibiting Organizations:**

### **Federal:**

Air Force Reserve 934<sup>th</sup> Airlift Wing  
General Services Administration  
National Park Service – St. Croix N.S.R.  
U.S. Army Corps – St. Paul District  
U.S. Fish and Wildlife Service  
U.S. Forest Service Research Station  
U.S. Forest Service: Superior and Chippewa  
U.S. Government Printing Office  
USDA Natural Resources Conservation  
Service  
U.S. Small Business Administration  
VA Medical Center-Minneapolis  
VA Medical Center- St. Cloud

### **Prime Contractors**

3M  
Alliant Techsystems  
BAE Systems  
Cargill  
Construction Capital Inc.  
Donaldson  
Express Scripts  
Fastenal  
General Dynamics  
HDR  
Lockheed Martin Tactical Systems  
MDS Caswell  
Medtronic  
MTS Systems  
Short Elliot and Hendrickson (SEH)  
Stanley Consultants  
Tennant Company

**State / Local**

City of Minneapolis  
City of St. Paul  
Hennepin County  
Metropolitan Airports Commission  
Metropolitan Council  
Minneapolis Public Housing Authority  
Minnesota Dept. of Administration  
University of Minnesota

**Nonprofit Organizations**

Center for Women Entrepreneurs  
Defense Alliance of Minnesota  
Diversity Information Resources  
Procurement Technical Assistance Center (PTAC)  
Metropolitan Economic Development Association  
Minnesota Minority Supplier Development Council  
National Association of Purchasing Managers  
National Association of Women Business Owners (NAWBO)  
SCORE

**Scheduled Matchmaking:**

From 12:30 to 3:00 we will be offering scheduled appointments between small businesses sellers and government/corporate buyers. Each appointment will be approximately ten minutes in duration. The appointments will be scheduled on a commodity/service basis. Sellers (small businesses) will complete a form stating what product or service they provide. They will be matched with a government or corporate buyer interested in that good or service. Small businesses interested in scheduled match-making appointments can sign up by completing and submitting the form [here](#).

**We will make every effort to find a match for every interested small business; however, we cannot guarantee everyone will have a match.**

**WORKSHOPS:****Carriage Hall B**

***8:15 Marketing your Products and/or Services at a Trade Show – Adam Associates***

***9:00 Certification Panel – Certification Panel – MMSDC, Center for Women Entrepreneurs, CERT, Metropolitan Council, SBA and State of Minnesota***

***10:00 Selling to the Federal Government –, Procurement Technical Assistance Center***

***11:00 Understanding GSA's Multiple Awards Schedules-, General Services Administration***

**Captain's Room**

***9:00 Selling to the State of Minnesota-State of Minnesota***

***11:00 Gulf Coast Reconstruction and Homeland Security Business Opportunities -***

***Procurement Technical Assistance Center***

**Harvest A**

***9:00 Getting Started: How to Complete your Central Contractor Registration (CCR)-  
Procurement Technical Assistance Center***

***10:00 8(a) Business Development Orientation –U.S. Small Business Administration***

***11:00 How Small Business Fits in Corps Contracting –U.S. Army Corps of Engineers***

**Harvest B**

***9:00 Government Contracting – DO IT RIGHT!–Lindquist & Vennum***

***10:00 Veterans Resources for Small Business – Defense Alliance of Minnesota***

***11:00 Contracting Programs for Native American Small Business - UIDA Business  
Services***

**DIRECTIONS:**

The Procurement Fair will be held at the Earle Brown Heritage Center located at 6155 Earle Brown Drive, in Brooklyn Center. The Earle Brown Heritage Center is located near the intersection of I-94/I-694 and Shingle Creek Parkway. From I94/I-694 exit south on Shingle Creek Parkway, turn left (east) on Summit Drive North, and left on to Earle Brown Drive. The Earle Brown Heritage Center will be on the right. A map is available at [www.earlebrown.com](http://www.earlebrown.com) or you may call the direction line at (763) 569-3455.

**REGISTRATION**

Register [online](#) at the Minnesota District SBA Office website.